



## Tips for Security Housing

*These strategies are designed for housing focused case managers who are working with households experiencing homelessness. These were established by the Homeless and Housing Committee in 2021 in response to the 2020 Central Virginia CoC Strategic Plan to Prevent and End Homelessness.*

- If the household is enrolled in a homeless prevention, rapid re-housing or permanent supportive housing program, highlight the in-home case management services that they will receive to support their tenancy
- If the identified unit is above Fair Market Rent (FMR) and the client has a housing subsidy that requires the rent to be below FMR, ask the landlord to consider lowering it so that the subsidy can be used. Explain that the subsidy payment will be paid promptly each month.
- If previous housing debt is a barrier, start a payment plan with the client to assure prospective landlords that they are paying off their past housing debt
- Always appeal denial decisions
- Keep communication open with landlords so that they reach out when they have an available unit
- Assess whether the client has access to a double security deposit (this is possible within certain homeless response programs) to offer the landlord
- Assess whether the client has access to a landlord incentive payment (this is possible if the client has an Emergency Housing Voucher)
- Appeal to the landlord's altruistic side with a message of helping to end homelessness. Share a story about the client if the client has given permission to do so.
- Identify whether your program can offer any of these assurances to landlords:
  - Regular inspection of units by program staff
  - Tenant education
  - Eviction prevention planning
  - Designated point of contact if a problem arises